

12620 EAST 31ST STREET

12620 East 31st Street
Tulsa, OK

OFFERING MEMORANDUM





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SUBMISSIONS

OFFERING PROCEDURE

Offers will be responded to upon receipt. Any initial offer should be submitted in the form of a non-binding letter dictating specific terms, including (1) purchase price, (2) amount of earnest money, (3) length of due diligence and (4) financing timeframe. Additionally, all offers must be accompanied by the purchasers' qualifications to close the transactions.

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DISCLAIMER/CONFIDENTIALITY STATEMENT

The material contained in the offering memorandum is confidential, furnished solely for the purpose of considering the acquisition of the property described herein, and is not to be used for any other purpose or made available to any other person without the express written consent of SVN Oak Realty Advisors. The information contained herein has been obtained from sources that we deem to be reliable, and we have no reason to doubt its accuracy. However, neither the seller, broker or any related entity make any warranty or representation, expressed or implied, as the accuracy or completeness of the information contained herein, included but not limited to, financial information and projections, and any engineering and environmental information. Prospective purchasers should make their own investigations, projections and conclusions. It is expected that prospective purchasers will conduct their own independent due diligence concerning the property, including such engineering inspections as they deem necessary to determine the condition of the property and the existence or absence of any potential hazardous materials used in the construction or maintenance of the buildings or located at the land site, included but not limited to, lead-based products (for compliance with "target housing" regulation for multifamily housing constructed prior to 1978), asbestos, etc. Broker represents seller in this transaction and makes no representations, expressed or implied, as to the foregoing matters.



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EXECUTIVE SUMMARY

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Property Type: Multi-tenant freestanding retail/mixed-use building (currently configured for two separate owner-operated companies) in excellent condition.

Building Size: 5,852 SF on a prominent site in southeast Tulsa's established commercial corridor (high-visibility location along E 31st Street, ZIP 74146).

Condition & Upgrades: Well-maintained with a new HVAC system for energy efficiency and tenant comfort; roof is older but in functional condition with no immediate issues reported.

Current Use/Occupancy: Fully owner-occupied and maintained to high standards, reflecting pride of ownership. Lease Structure: Seller will execute a new 3-year NNN lease-back at \$12.00 per square foot (annual base rent ~ \$70,224), with tenant responsible for all taxes, insurance, CAM, and maintenance – providing immediate, predictable, and low-management cash flow.

Pricing & Yield: Offered at \$900,000, delivering an attractive 7.8% cap rate on the lease-back NOI – compelling in the current Tulsa market where stabilized multi-tenant retail assets often trade in the 6.5-7.5% range (with national single-tenant retail cap rates stabilizing around 6.8% in recent periods).

Investment Merits: Rare opportunity for instant stabilization via seller credit (no vacancy risk during initial term), strong cash-on-cash returns, and downside protection in a proven submarket with limited new retail supply and steady demand drivers.

Future Potential: Flexible mixed-use zoning allows for re-tenanting, owner-user occupancy, or adaptive reuse post-lease term in an area benefiting from Tulsa's positive retail fundamentals (low vacancy trends and resilient consumer activity).

This is a turnkey net lease investment ideal for 1031 exchange buyers, private investors, or net lease funds seeking high-yield, low-effort single-tenant retail exposure in a growing Oklahoma market.

\$900,000

PURCHASE PRICE

7.8%

STABILIZED CAP RATE

5,852 SF

BUILDING SIZE

\$70,224

NET OPERATING INCOME

12620 EAST 31ST STREET

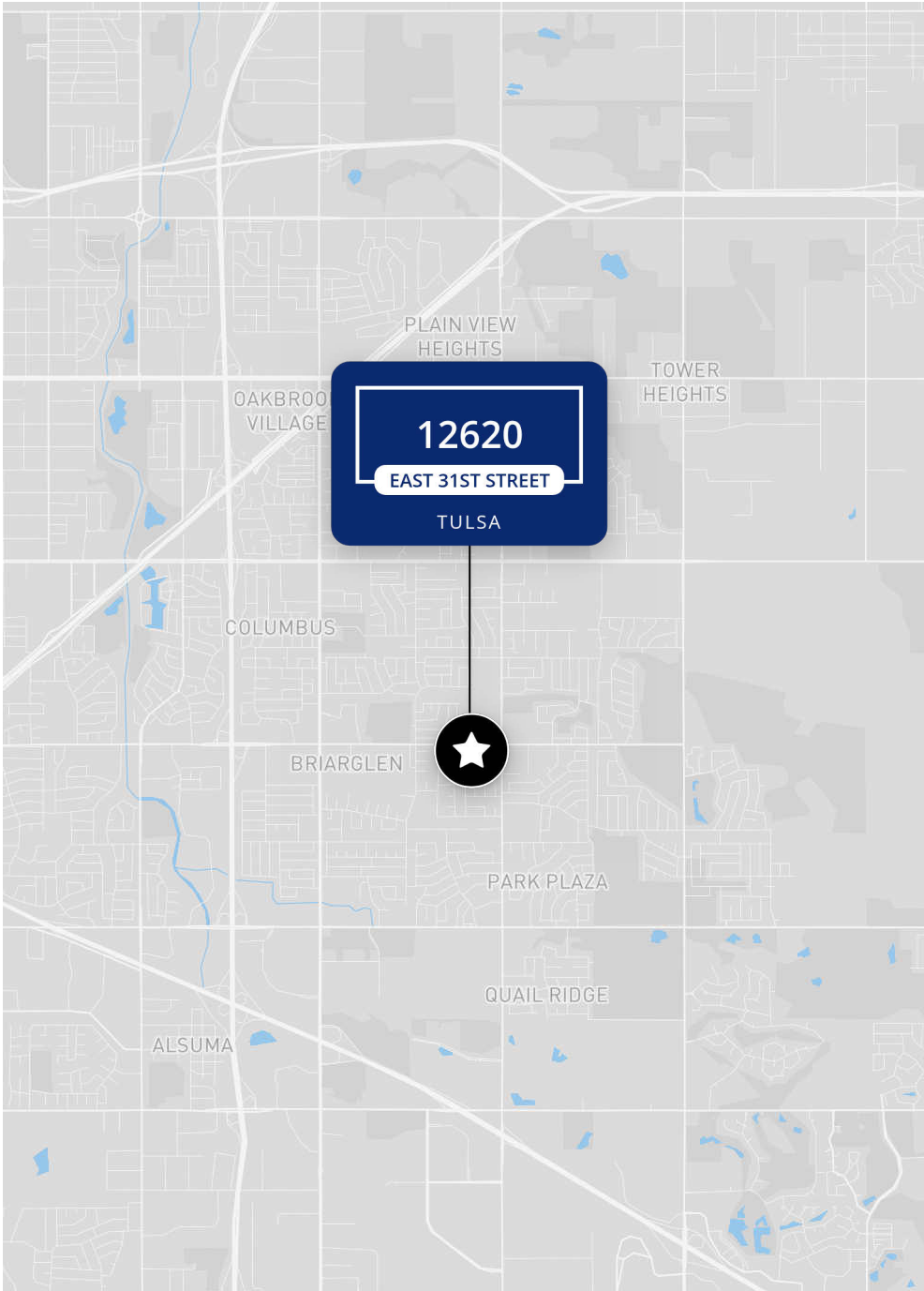
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PROPERTY OVERVIEW

PROPERTY DETAILS

Property Detail

Property Type	Retail / Mixed-Use
Building Size	5,852 SF
Current Occupancy	100% (Seller Lease-Back)
Purchase Price	\$900,000
Capitalization Rate	7.8%
Net Operating Income	\$70,224
Recent Improvements	Newly Installed HVAC System



INVESTMENT HIGHLIGHTS



Prime Multi-Tenant Retail

This well-maintained freestanding retail/mixed-use property is currently configured for two separate owner-operated businesses. Offering excellent condition and versatile space, it's a prime investment opportunity for businesses looking to occupy or lease.



Excellent Physical Condition

The 5,852-SF building is well-maintained and in excellent physical condition. Recent capital improvements include a newly installed HVAC system that completely replaced previous units, minimizing near-term capital expenditure requirements.



Strong Investment Merits

This rare opportunity offers instant stabilization with seller credit, eliminating vacancy risk during the initial term. Expect strong cash-on-cash returns and downside protection in a proven submarket with limited new retail supply and consistent demand drivers. A solid investment with long-term potential.



Strategic Location

Strategically positioned on East 31st Street, the asset boasts high visibility with over 21,390 vehicles per day. Situated in a dense commercial corridor, it captures local consumers and regional commuter traffic in Southeast Tulsa.



High Barrier Submarket

The Southeast Tulsa submarket features a tight 2.9% retail vacancy rate with limited new construction. This scarcity of space creates a high barrier to entry, ensuring strong ongoing demand for established retail assets.



Future Potential with Flexible Zoning

With flexible mixed-use zoning, this property offers numerous opportunities post-lease term, including re-tenanting, owner-user occupancy, or adaptive reuse. Located in a high-demand area benefiting from Tulsa's strong retail fundamentals, it enjoys low vacancy trends and resilient consumer activity.

PROPERTY PHOTOS



INTERIOR PHOTOS



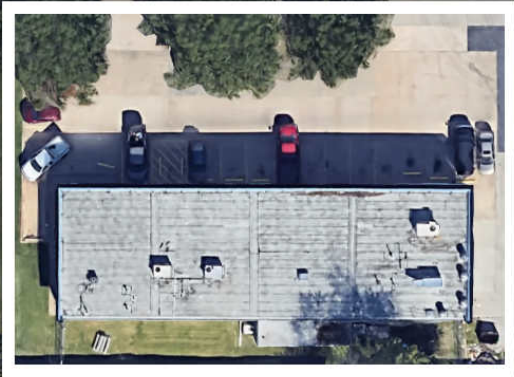
INTERIOR PHOTOS



12620
EAST 31ST STREET
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E 31ST ST

S 126TH E AVE



E 31ST PL S

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FINANCIAL ANALYSIS

FINANCIAL OVERVIEW

Item	Value
Purchase Price	\$900,000
Down Payment Percentage	25%
Down Payment Amount	\$225,000
Loan Amount	\$675,000
Interest Rate	7.50%
Loan Term (Years)	25
Loan Term (Months)	300
Monthly Interest Rate	0.00625
Monthly Principal & Interest Payment	\$4,988
Annual Debt Service	59,858.00
Net Operating Income (NOI)	\$70,224
Debt Coverage Ratio (DSCR)	1.17
Before-Tax Cash Flow (BTCF)	\$10,365
Cash-on-Cash Return	4.61%
Year 1 Principal Reduction	\$9,557
Year 1 Total Return (Cash + Principal)	\$19,923
Total Year 1 Return %	8.85%



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MARKET OVERVIEW

MARKET OVERVIEW

Southeast Tulsa's robust employment base and exceptional regional connectivity support durable commercial demand, reinforced by a dense residential footprint across the trade area. The submarket is anchored by major corporate employers including Garmin, Lowrance, and Avis, driving consistent daily traffic. This stability is further supported by a dense population of 81,597 residents within a three-mile radius, indicating steady organic demand. The corridor's multi-modal transit designation reflects a core consumer profile that values proximity to work and daily needs.

Resident purchasing power within the immediate area is strong and supportive of sustained commercial and residential positioning. Average household income measures \$50,287 within one mile, and expands to \$65,988 across the five-mile ring, providing a solid economic base for the neighborhood. Household characteristics align with typical demand drivers, supported by the recent addition of 428 new apartments in the adjacent zip code. This growing residential density reinforces the preference for well-located assets with functional access along East 31st Street, which processes over 21,000 vehicles daily.

Market metrics signal a highly stable, established suburban environment with meaningful long-term depth. The broader Tulsa retail vacancy rate stands at a tight 2.9%, a scarcity mirrored throughout the Southeast Tulsa corridor. Limited new speculative construction creates high barriers to entry, allowing existing, well-positioned product to stand out. Overall, these supply constraints and demographic fundamentals support a compelling investment backdrop for the submarket, particularly as the \$510 million Vision Tulsa infrastructure program and local Tech Hub designations capture future economic growth from the surrounding trade area.

12,000

Population (1 mi)

1.98 - 2.1

Avg. HH Size (1 mi)

31

Avg. Age (1 mi)

\$53,000

Med. HH Inc. (1 mi)

MARKET HIGHLIGHTS



Vision Tulsa Program

The City of Tulsa's \$510 million Vision Tulsa economic development program is funding major infrastructure improvements across the region. This massive capital injection enhances the local commercial landscape and drives long-term economic growth for the surrounding area.



Federal Tech Hub

Tulsa's recent U.S. Department of Commerce Tech Hub designation is actively spurring private investment and job creation. This federal recognition accelerates local innovation, attracting new businesses and strengthening the employment base.



Multi-Modal Corridor

East 31st Street is designated as a multi-modal corridor, focusing future street improvements on pedestrians, bicyclists, and transit users. This promotes transit-friendly development and increases foot traffic for local businesses.



Airport Investment

Tulsa International Airport is receiving a \$27.3 million capital injection for city-owned infrastructure renovations and electrical substation upgrades. Located just five miles north, this investment strengthens regional connectivity and supports continued commercial expansion.



South Mingo Corridor

The \$15 million South Mingo Corridor project is widening key arterial segments to accommodate traffic increases and future commercial development. This critical infrastructure upgrade improves accessibility and supports the growing consumer base navigating the southeast Tulsa area.



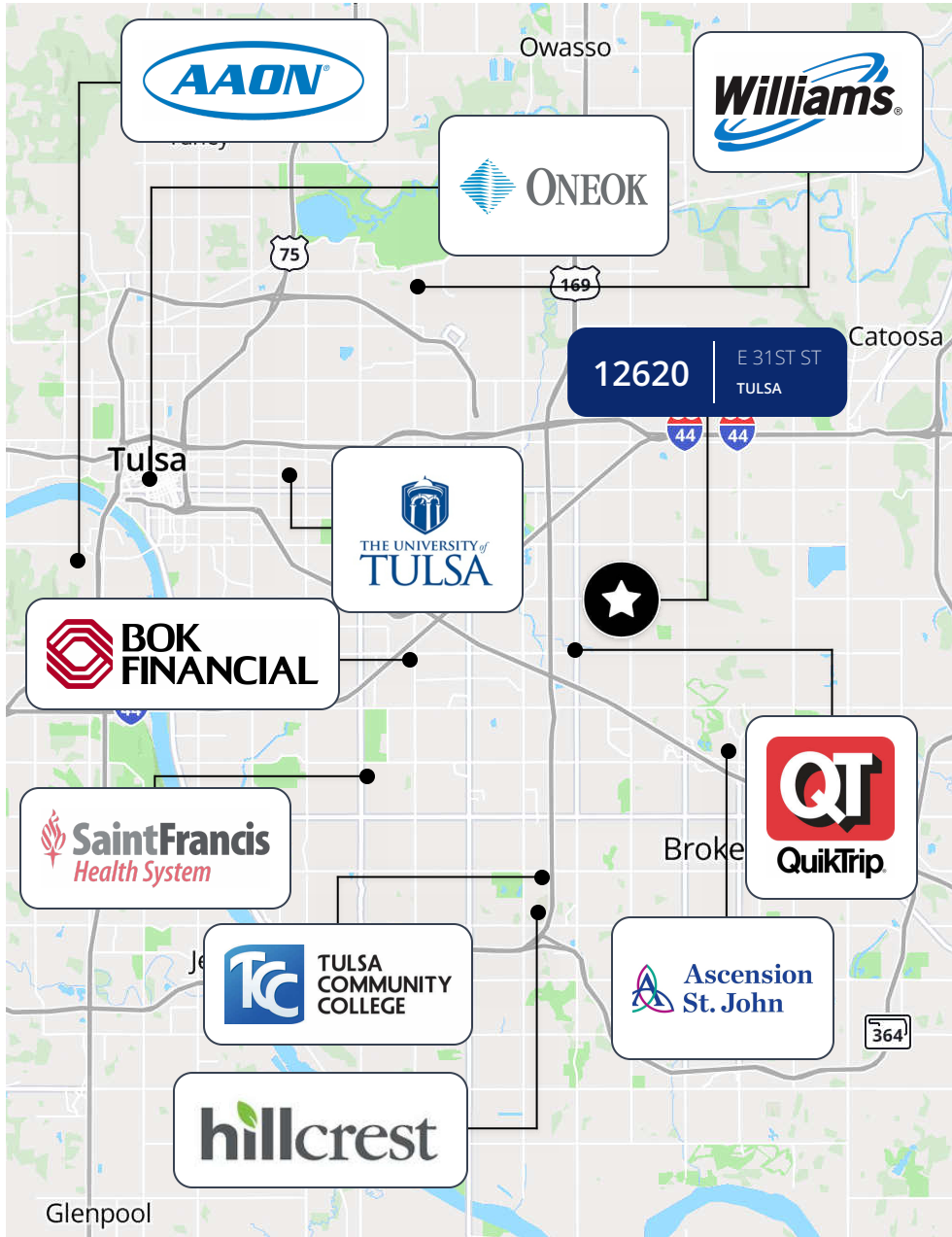
New Residential Supply

The adjacent 74134 zip code added 428 new apartments, providing vital residential density to support mixed-use and retail assets. This continuous pipeline of consumer demand strengthens the East 31st Street retail corridor, ensuring a steady customer base for local tenants and driving long-term economic stability for the immediate submarket.

AMENITIES MAP



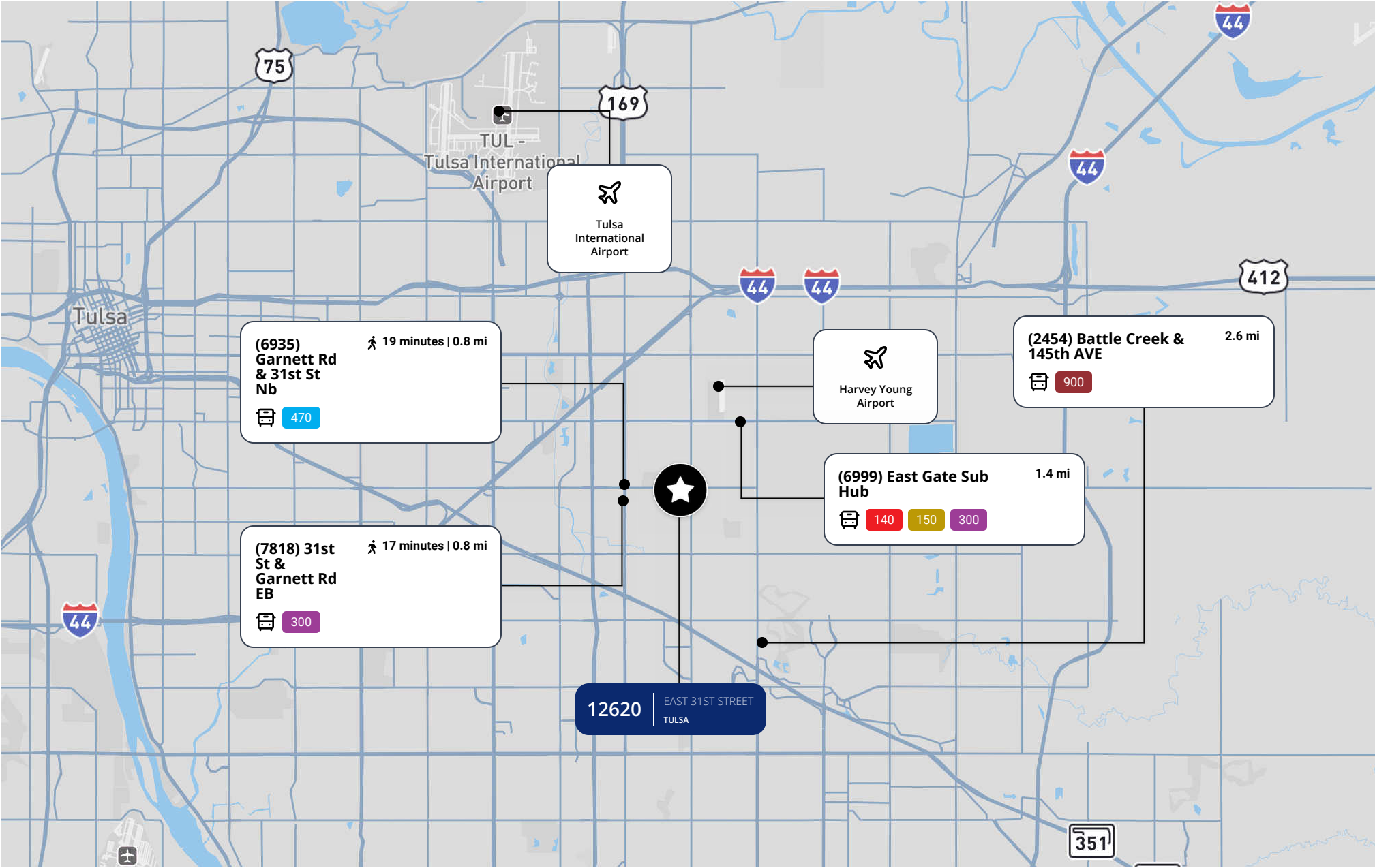
MAJOR EMPLOYERS



The employment landscape surrounding 12620 East 31st Street in Tulsa, OK, is anchored by a balanced mix of healthcare, education, corporate, retail, and aviation sectors. Saint Francis Hospital remains central to the region’s ongoing economic strength, providing thousands of jobs in the healthcare industry and reinforcing Tulsa’s reputation as a premier medical hub. TCC Southeast Campus and Techridge Office Park represent major educational and corporate employment centers, supporting stable professional roles alongside notable companies like Garmin, Lowrance, and the Avis corporate office. Woodland Hills Mall supplements the local retail sector, broadening the workforce base and offering additional employment stability, while Tulsa International Airport drives significant logistics and industrial job creation. This concentration of large, established employers, combined with convenient access to major transportation routes such as the Mingo Valley Expressway (US-169), underpins the area’s economic resilience and market viability, positioning Southeast Tulsa as a stable environment for buyers and tenants seeking long-term growth and rental security.

Employer	Industry	Employees	Distance
Saint Francis Health System	Healthcare	10,000	9.7 mi
BOK Financial Corporation	Finance	5,000	12.6 mi
Hillcrest HealthCare System	Healthcare	5,000	10.1 mi
Williams Companies	Energy	5,000	12.6 mi
QuikTrip	Retail	5,000	1.9 mi
Ascension St. John	Healthcare	3,500	9.6 mi
University of Tulsa	Education	2,800	10.1 mi
ONEOK	Energy	2,500	11.9 mi
Tulsa Community College	Education	2,300	11.3 mi
AAON	Manufacturing	2,000	13.9 mi

TRANSPORTATION MAP





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